

QUESTIONS AND GSA RESPONSES 3
February 24, 2006

110. Is it possible to receive the proposal documents in Word format? This would help in our proposal preparation efforts.

GSA RESPONSE: The Tables in Word format are posted on FedBizOpps.

111. Section L.7.4 Pre-Award Clearance: If we are not listed on the OFCCP's National Preaward Registry, do we need to take any action?

GSA RESPONSE: GSA is expecting to receive a statement to the effect that the Offeror is on the list or not.

112. Paragraph L.7.4 of the SATCOM II solicitation requires the Offeror to verify it is listed in OFCCP's National Preaward Registry. We have reviewed the website and we are not listed. We have contacted the OFCCP and they advised that the contracting agency (GSA) must notify OFCCP to have a company listed. Does GSA have a process or policy for accomplishing Preaward registry? What do we need to do to be compliant with the requirement identified in L.7.4?

GSA RESPONSE: See response to Question #111.

113. Would you please confirm the dollar ceiling and employee ceiling which is being used to classify companies as eligible to submit Section IV? Max annual revenue = ____; Max employee head count = ____?

GSA RESPONSE: Please see response to Question #56.

114. Section C.3.1.2.1(10): What does GSA mean by data and protocol transparency?

GSA RESPONSE: Per Newton's Telecom Dictionary: "A data communications mode that allows equipment to send and receive bit patterns of virtually any form. The user is unaware that he is transmitting to a machine that receives faster or slower, or transmits to him faster or slower, or in a different bit pattern. All translations are done somewhere in the network. He is unaware of the changes occurring—they are transparent."

115. What is the definition of "data and protocol transparency"?

GSA RESPONSE: See response to Question #114.

116. Page G-7 Section G.7 – Would GSA provide a schedule for the Trade Shows and Exhibition requirements?

GSA RESPONSE: The RFP does not define any mandatory trade shows or exhibitions. Participation in particular trade shows or exhibitions are at the offeror's discretion.

117.General: If we submit a proposal for only one of the four applications and provided that we are one of the awardees, can we compete on Task Orders for different applications? E.g., if we have only submitted a proposal for telemedicine, can we submit a bid for a streaming video task order?

GSA RESPONSE: Please see the response to question # 47.

118.L.10.b—The Presolicitation Notice for TQN-DWS-06-0001, stated the NAICS Code as 517410; is this still the valid NAICS code for the official solicitation?

GSA RESPONSE: Yes.

119.Section L.8.1 states 'Offerors shall clearly identify which satellite services are being proposed under this solicitation by completing the "service offering table" attachment J-4.' Is this table just to identify which service categories are being proposed (i.e. Yes to FSS, No to MSS) or does each type of service need to be identified (i.e. FSS – C-Band CONUS, C-Band CONUS, C-Band Pacific, Ku-Band CONUS, Ku-Band Pacific, etc.)?

GSA RESPONSE: See response to question #s 72 and 73.

120.Section L.8.3.1—Can the box sizes on the Past Performance templates be altered? For example, can the Brief Description of Project section be expanded to utilize the blank space on page 2 of the template?

GSA RESPONSE: Yes.

121.Section L.8.3.1—Indicates that the offeror should only fill out sections 1-8 of the Past Performance Information Sheet. This leaves it to the customer to complete the description of work. It is our experience that requesting customers to take time to do more than verify contract details (including the description of work) and rate the performance results in a lower response rate than the alternative. Will the government consider allowing the contractor to complete more than sections 1-8?

GSA RESPONSE: No. Customer responses are required.

122.In light of the potential size and scope of responses from Offerors who wish to respond to every section possible (in contrast with others who may only wish to bid a minimum offering), will GSA consider a 30-day proposal deadline extension.

GSA RESPONSE: No.

123. Please clarify in Section C.3.1.2.1, Table C-3: Service Category and Bandwidth, the information being requested of bidders under the first column: “Service Category”.

GSA RESPONSE: In Table C-3 Service Category can be used to identify the commercial branch name of the service, satellite band, or any other service identifiers.

124. Without a large proposal staff, it will take us considerable time to develop a bid even for service-type 4. Obviously developing teaming arrangements for service-types 1-3 will take considerable time and effort. Since GSA released this RFP to industry on February 8th and requires a submission by March 14th we worry we may not be able to prepare a quality bid. Is it possible to extend the proposal due date by at least 30 days so we can properly prepare our proposal according to your instructions?

GSA RESPONSE: No.

125. Please let me know when the answers are posted.

GSA RESPONSE: All information including questions and answers regarding the SATCOM-II procurement is posted on FedBizOpps as soon as it's available.

126. GSA may likely receive proposals offering a broad array of services. Considering GSA's requirement of providing customer references for each service proposed, it will be a considerable challenge to submit and ensure that other firms or government agencies complete and return these packages in time for the March 14 due date. Also, as GSA has not yet provided answers to any questions it is difficult for offerors to appropriately make decisions on services and subservices to be bid and for which Past Performance Information Sheets should be prepared. We urge GSA to consider that the Past Performance Information Sheets be delivered at some fixed point (e.g., four weeks after the proposed due date) or that GSA extend the proposal due date by several weeks after answers are provided.

GSA RESPONSE: No.

127.L.7.4—How do we get listed? What is the implication if we are not?

GSA RESPONSE: There is no implication if an offeror is not at the time of proposal submission. An EEO Clearance would have to be requested prior to award. See response to question #111.

128.K.5.1 to K.5.3—Do these need to be completed pre-award?

GSA RESPONSE: All representations, certifications, and other statements of offerors must be completed and incorporated in the Offeror's proposal at time of submission.

129.C.3.1.2.1—Please clarify what data and protocol transparency means.

GSA RESPONSE: Please see response to Question #114.

130.Are references included in the page count?

GSA RESPONSE: No.

131.Where are sections D & E?

GSA RESPONSE: There are no Sections D and E.

132.Are the completed Certifications & Representations (RFP Section K), the EEO Pre-Award Clearance, and the Draft Subcontracting Plan included in the 50 page limitation for Volume I? Inclusion of these items reduces the number of pages available for the Executive Summary and the Management Tab so significantly that the government may be disadvantaged in properly evaluating the substantive issues to be addressed in the Management Tab. We would recommend that these items be excluded from the page count.

GSA RESPONSE: No. See answer to Question #s 11 and 15 posted on FedBizOpps on 2/15/06.

133.Are the Section B Tables without pricing and the Cross Reference Table included in the page limitation for Volume II? Inclusion of these items reduces the number of pages available for the Technical Tab so significantly that the government may be disadvantaged in properly evaluating the substantive issues to be addressed in the Technical Tab. We would recommend that these items be excluded from the page count.

GSA RESPONSE: No. See answer to Question #s 10 and 11 posted in FedBizOpps on 2/15/06.

134.Are the Satellite Footprints maps included in the page limitation for Volume I? These maps are separate for horizontal and vertical axis of each bandwidth and can consume a significant number of pages—a complete set could well be over 100 pages. If this is included in the page count, this significantly reduces the available pages to describe technical features of the offer. There is also a disparity that may arise: if an offeror offers only 1 MSS service, that offeror could have as many as 50 more pages to devote to text than an offeror who offers

many MSS options. We recommend that satellite contour/coverage maps be excluded from the page count.

GSA RESPONSE: Maps are excluded from the page count.

135. Cost Accounting Standards: On page I-1 and I-2 of the RFP, FAR 52.230-2, 52.230-3, and 52.230-5 are set forth as provisions to be incorporated by reference into the contract. It is our understanding that pursuant to FAR 12.214, CAS requirements do not apply to contracts and subcontracts for the acquisition of commercial items when these contracts are firm-fixed price such as this RFP. Please clarify whether these provisions will in fact be incorporated and referenced into the contract or whether CAS requirements are *not* applicable to RFP/contract.

GSA RESPONSE: Please see response to Question #71 posted on FedBizOpps on 2/22/06.

136. Will a vendor be allowed to supply a blend of CONUS and OCONUS coverage from its commercial catalog to satisfy the minimum requirement as long as the coverage map meets or exceeds a coverage area equal to the 48 states in size?

GSA RESPONSE: See Answer to Question #37 posted on FedBizOpps on 2/22/06.

137. Final RFP—Industry was offered the initial view of the SATCOM II draft RFP in the second week of February, 2006. While we recognize that GSA is making an effort to simplify the proposal preparation effort, there are some issues that are difficult to resolve within the short 30 day window allowed for submission of an offer. For example, past performance responses in sealed formats are required from customers who are not active in this GSA solicitation. Additionally large businesses should need a reasonable time period to insure that they incorporate small business firms that meet the government's intent into both their response and subcontract plan. Small business, likewise, face a greater burden in responding to a solicitation of this size and functional complexity. Will GSA grant a realistic time period of 45 to 60 days for the due date of this RFP, after all relevant questions are answered and the final version of the RFP is made available to the vendor community?

GSA RESPONSE: No.

138. Best and Final Offers—We recognize that GSA may in effect award contracts on initial submissions without discussions. To allow, vendors to submit pricing that is in the best interest of the government, will GSA consider requesting Best and Final Offers for the price component of the response to this solicitation?

GSA RESPONSE: We suggest that all vendors propose their best offer upon its original submission.

139.G.3.2 “GSA Management Fee”: Is GSA asking to have the CLIN price include the service price plus 2% fee as one line item price as opposed to a separate line item billed to the agency?

GSA RESPONSE: Yes.

140.G.7. “Sales/Marketing and Trade Shows/Exhibitions”—What is the criteria for the GSA Program Office to review and approve contractor’s marketing materials prior to distribution?

GSA RESPONSE: See response to Question #65 posted on FedBizOpps on 2/22/06.

141.H.15 “Contract Modifications and New or Improved Services—What criteria will the Government apply when considering a proposal for new services or enhanced services within the scope of the contract? Can the contractor offer FSS as a new service, for example, after contract award?

GSA RESPONSE: See response to Question #69 posted on FedBizOpps on 2/22/06.

142.Please provide the goals for small business utilization for inclusion in the offerors Subcontracting Plan.

GSA RESPONSE: Please see response to Question #58.

143.Economic Price Adjustment is mentioned in the Synopsis, but not the RFP. Will Economic Price Adjustments be allowed? What information will the Government require to support the adjustment?

GSA RESPONSE: The solicitation does not include an Economic Price Adjustment.

144.Section L, Page L-8, Paragraph L.8—The requirement provides a list of required Tabs A through E. No location is specified for the placement and inclusion of Commercial Technical Documentation. We recommend that an additional Tab be required, labeled Tab F—Commercial Technical Documentation.

GSA RESPONSE: See response to Question #78.

145.Section L, Page L-9, Paragraph L.8.2—In the third from the last bullet of paragraph L.8.2, the requirement states “Describe how training will be offered to meet the requirements stated in Section C.3.3.3. Section C.3.3.3 is titled

Customer Care and Helpdesk Support. The adjacent section, C.3.3.4 addresses Training. We believe that the intent of the referenced bullet was to reference C.3.3.4 Training. We request the Government's concurrence or clarification.

GSA RESPONSE: It is the intent of the Government that the requirements for Training are Section C.3.3.4. in lieu of C.3.3.3. An amendment to the solicitation will be issued.

146.L.7.4 EEO Pre-award Clearance (Tab D): What if a contractor is not on the list? Not being on the list would only indicate that the contractor has not been reviewed. What are the valid responses to this requirement?

GSA RESPONSE: GSA is expecting to receive a statement to the effect that the Offeror is on the list or not.